

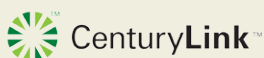
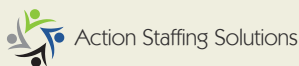


2014 Advance Colorado Procurement Expo

The Buyers' and Sellers' Marketplace

**The Minority Business Office
& The State Purchasing Office**

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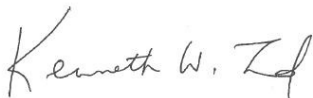
January 22, 2014

Welcome to the 5th Annual Procurement Expo, The Buyers and Sellers Marketplace. We are proud to bring you this event in partnership with the State Purchasing Office.

Our priority in the Colorado Office of Economic Development and International Trade is the creation and retention of jobs and expansion of companies across the state. Our strategy, built on the foundation of the Colorado Blueprint, was developed through the bottom-up process and focuses on growth in our key industries across all regions. It's the statewide work plan to spur Colorado's economy, help businesses grow and attract new jobs to the state.

The Procurement Expo is strategically aligned with the efforts of the Blueprint as we seek to provide more opportunities for businesses in Colorado. Today you will have the chance for your business to meet face-to-face with key purchasing representatives at the federal, state and municipal levels, as well as the private sector. In addition, these procurement professionals will have an opportunity to share information about major procurement procedures, upcoming projects and answer questions. It's a great opportunity for your business to personally interact with the representatives and share your capabilities which may fit their needs. In addition, you can take advantage of the free training workshops that are designed to increase your knowledge about doing business in Colorado.

We are excited that you have chosen to participate in this unique opportunity, which we believe will result in many productive business opportunities. We hope you will continue to stay involved in our collective effort to develop economies across Colorado.



Ken Lund
Executive Director



Olivia Mendoza
Director, Minority Business Office



COLORADO
Department of Personnel
& Administration

1525 Sherman St.
Denver, CO 80203

January 22, 2014

Greetings!

On behalf of the statewide procurement community, we welcome you to the 2014 Advance Colorado Procurement Expo. We are very excited about the opportunities that are made available when people come together to network and learn from one other.

In order to create and maintain a fair and open market with healthy competition, it is essential for businesses to be able to access public procurement. We believe every company, regardless of size or ownership, should be given the opportunity to compete to satisfy the business needs of state and local governments.

Whether you are new to public procurement or a seasoned professional, we invite you to familiarize yourself with the resources found in the State Purchasing Office Supplier Outreach Program, ACCESSColorado. We want to equip you with the knowledge, tools and resources to be a success.

This event would not be possible without all our sponsors, exhibitors and advertisers. Our partners at the Minority Business Office, at the Office of Economic Development & International Trade and the planning committee have devoted much time and effort to bring you this event. Thank you for your participation in making this a great day in Colorado procurement! We hope it is the start of many good things to come.

To your continued success,

Kathy Nesbitt
Executive Director

Working Together to Serve Colorado



Thank You Sponsors!

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Workshop Agenda



Workshops sponsored by New Horizons Computer Learning Centers

9 AM ACCESSColorado, 3 STEPS for Doing Business with the State of Colorado

Learn how to do business with State Agencies, State Institutions of Higher Education and Local Governments in this informative workshop.

10 AM How to Create an Effective Bid Response

Join Cindy Ward, Director of Procurement, from the Colorado Department of Health Care Policy and Finance, as she shares her expertise and valuable tips. This unique opportunity allows participants to learn from the perspective of a professional decision maker in procurement.

11 AM Marketing to Government, Success Stories

A panel discussion with companies who have been successful in marketing to State and Local Government will provide valuable insight for participants. How were these companies successful? What are the important things to know?

1 PM Minority & Women Business Certification

Learn about business certification and what it means for your business. Presenters include; Colorado Department of Transportation, City & County of Denver, Denver International Airport, and the Regional Transportation District.

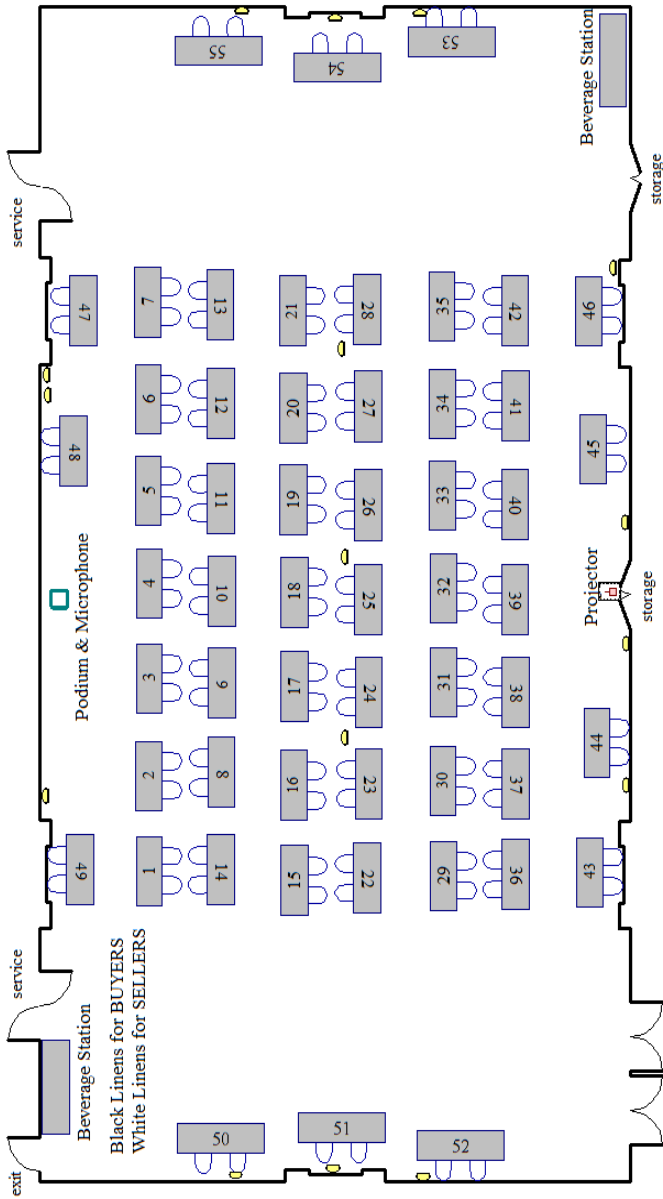
2 PM Emergency Procurement, Meeting Needs When Disaster Strikes

Speaking in a panel, State and Local Government representatives will talk about how procurement functions when an emergency or disaster strikes. Panelists will speak to the fires, and floods recently experienced in Colorado.

Exhibitor Map

2014 Advance Colorado Procurement Expo
January 22, 2014

Grand Ballroom



(49) 6ft Tables in center of ballroom
(6) 8ft Tables around perimeter of room

⬢ = Electric Outlets

ATRIUM:
(2) Registration Table with (4) Chairs
(6) Easels

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